

## Message Text

LIMITED OFFICIAL USE

PAGE 01 JAKART 14895 041442Z  
ACTION EA-12

INFO OCT-01 ISO-00 ONY-00 /013 W  
-----048807 041444Z /47  
R 040200Z NOV 77  
FM AMEMBASSY JAKARTA  
TO SECSTATE WASHDC 4787

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STADIS////////////////////////////////

EA ONLY FOR AMBASSADOR MASTERS FROM RIVES

E.O. 11652: NA  
TAGS: EFIN, ID  
SUUBJECT: CALL ON EXIMBANK CHAIRMAN

REF: JAKARTA 14660

1. I WOULD LIKE TO RE-EMPHASIZE THE DESIRABILITY OF  
YOUR CALLING ON JOHN MOORE, CHAIRMAN OF THE EXIMBANK,  
IF YOUR SCHEDULE PERMITS. WE HAVE SEEN SEVERAL PRESS  
REPORTS THAT UNDER ITS NEW CHAIRMAN, EXIMBANK INTENDS  
MORE AGGRESSIVELY TO SUPPORT U.S. EXPORTS BY OFFERING  
FINANCING THAT WILL AT LEAST MATCH ATTRACTIVE TERMS  
OFFERED BY EXPORT CREDIT AGENCIES OF OTHER GOVERNMENTS,  
NOTABLY JAPAN AND FRANCE. STATEMENTS OF COMMERCE  
DEPUTY ASSISTANT SECRETARY MORAN, WHO RECENTLY CONCLUDED  
VISIT HERE TO OPEN OUR TRADE EXHIBITION, DINAMIKA '77,  
HAVE ALSO ENCOURAGED US TO BELIEVE THAT EXIMBANK UNDER  
MOORE WILL INDEED BE MORE COMPETITIVE THAN IT HAS  
BEEN IN THE PAST.

2. IN OUR OWN DEALINGS WITH THE BANK, WE ARE GETTING  
RATHER MIXED SIGNALS. ON THE ONE HAND, EXIMBANK VERY  
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RECENTLY RESPONDED QUICKLY AND FAVORABLY TO THE URGINGS  
OF THE EMBASSY (REFTEL) AND OF THE U.S. BANKS INVOLVED  
TO PARTICIPATE IN THE FINANCING OF AIRPORT RESCUE AND  
FIRE-FIGHTING EQUIPMENT AND WE ARE HOPEFUL THAT WITH

THIS EXIMBANK SUPPORT, THE U.S. SUPPLIER WILL WIN  
\$8.5 MILLION GOI PURCHASE CONTRACT. ON THE OTHER HAND,

WE WERE VERY DISAPPOINTED THAT DESPITE OUR REQUEST THROUGH DEPARTMENT OF COMMERCE TO HAVE EXIMBANK OFFICIAL ON HAND DURING AT LEAST PART OF OUR TRADE EXHIBITION, EXIMBANK DECLINED EVEN THOUGH, AS WE LATER LEARNED, THEY HAD A TEAM IN SINGAPORE AND KUALA LUMPUR IMMEDIATELY BEFORE OUR SHOW OPENED.

3. EXIMBANK EXPOSURE IN INDONESIA IS ON THE ORDER OF \$500 MILLION AND ITS SUPPORT HAS BEEN A CRITICAL FACTOR IN SECURING FOR U.S. SUPPLIERS IMPORTANT SALES CONTRACTS. HOWEVER, IT HAS BEEN CAUTIOUS SINCE INDONESIA ENCOUNTERED FINANCIAL PROBLEMS ARISING FROM PERTAMINA CRISIS IN 1975. ALTHOUGH GOI FINANCIAL POSITION NOW GREATLY IMPROVED, WE INTERPRET RECENT FAILURE OF EXIM TEAM TO VISIT JAKARTA AS EVIDENCE THAT, AT LEAST AT WORKING LEVEL, EXIM IS STILL COOL TOWARD INDONESIA.

4. IT WOULD BE VERY HELPFUL IN OUR EFFORTS TO PROMOTE U.S. EXPORTS TO INDONESIA IF YOU COULD SEE MOORE TO GET FROM HIM A CURRENT READING ON EXIMBANK'S ATTITUDE TOWARD INDONESIA AND TO ENCOURAGE HIM AND OTHER HIGH-LEVEL BANK OFFICIALS TO VISIT INDONESIA IN NEAR FUTURE. AFTER A LULL IN MAJOR PROJECT ACTIVITY, OCCASIONED BY PERTAMINA CRISIS, A NUMBER OF IMPORTANT PROJECTS ARE AGAIN STARTING TO STIR. AMONG MORE PROMISING ARE SOUTH SUMATRA COAL DEVELOPMENT, BINTAN LIMITED OFFICIAL USE

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ISLAND ALUMINA SMELTER, EAST KALIMANTAN FERTILIZER PLANT, OIL REFINERY, AND EAST JAVA PAPER PULP PLANT. EXIMBANK INVOLVEMENT WILL BE ESSENTIAL IF U.S. SUPPLIERS ARE TO OBTAIN A PIECE OF THE ACTION.  
RIVES

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## Message Attributes

**Automatic Decaptioning:** Z  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** EXPORTS, VISITS, NEGOTIATIONS, FINANCIAL CONTRIBUTIONS  
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**Copy:** SINGLE  
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**Decaption Date:** 22 May 2009  
**Decaption Note:** 25 YEAR REVIEW  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** n/a  
**Expiration:**  
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**Office:** ACTION EA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** STADIS, ONLY  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
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**Reference:** 77 JAKARTA 14660  
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**Subject:** CALL ON EXIMBANK CHAIRMAN  
**TAGS:** EFIN, ID, XMB, (MOORE, JOHN)  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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